

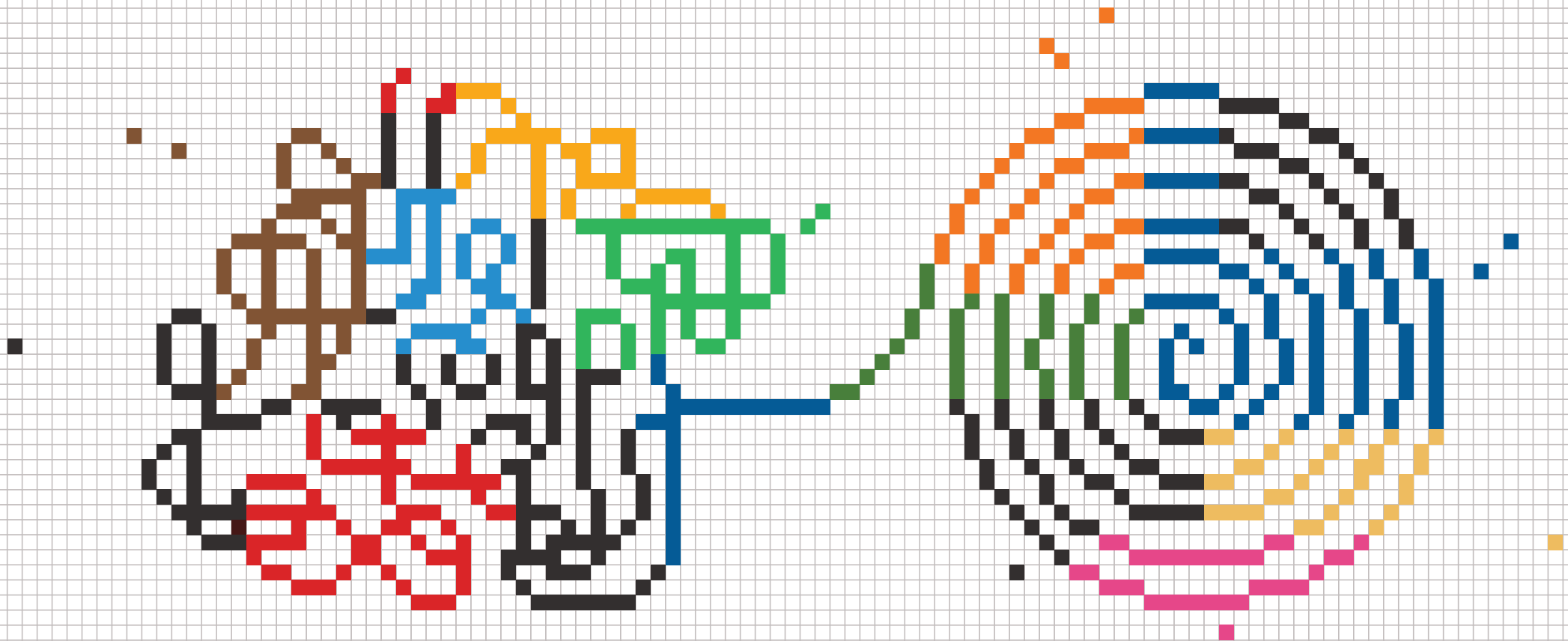


YOUR BUSINESS HAS
EVOLVED. SO HAS OUR
#NoHypeMBA.

At FIIB, we have upgraded ourselves and our MBA Program. To create new age managers who are not only **Smart, Spirited, Purposeful, Dynamic** and **Focused**, but also plugged into the mainframe of emerging business ecosystems. As proficient in emergent disciplines such as Business Analytics, and data-enabled decision making as they are in their mother tongue, along with much sought emergent skills such as Visual Storytelling and Collaborative IT Tools & Techniques.

Our PGDM is one of the most rigorous management programs in the country, designed to develop tough, practical and ethical Management Graduates. All this, without making a big hype about it. That's why we call ourselves the **#NoHypeMBA**.





DATA CAN OVERWHELM THE SENSES.

OUR STUDENTS KNOW HOW TO MAKE SENSE OF IT.

We have a keen focus on Analytics. Our students are adept at making sense of complex data.

Our Mission

To advance the practice of management, and produce leader-managers of business and social relevance

Why we exist: To develop **success-ready** leader-managers who **drive growth** in their **communities** and **professions**

What we offer: An exemplary **individual-focused** and **career-oriented** education that challenges every student to develop the **right attitude**, **problem-solving abilities** and **management skills** for their **long-term** career success

How we make it happen: By providing a **strong knowledge foundation**, **rigorous experiential training** and a **career-empowering community**



Our Promise to you

This place will help you discover and develop skilled, highly motivated, hardworking and career-ready individuals that will enable you to drive your organization forward.

Handpicked as much for their attitude as their aptitude, chosen for their fiery spirit as well as their skills, our students are oriented ab-initio to embrace the creed of **'Enter to Learn, Leave to Succeed'**. Our remarkably spirited, dynamic and focused RACERs are capable of driving success in any organisation they join.





Dear Corporate Partner,

Thank you for the opportunity to present to you our students. We sincerely hope that you will, in your interactions with them, find the right candidates to fill your existing talent gaps, as well as grow your business over a period of time.

We are at an interesting juncture- businesses are questioning the relevance of MBA education and thereby its graduates, given the digital disruptions that are taking place currently. Data is surging through organizations, presenting seismic opportunities and challenges for growth. These changes require a completely different skill-set, irrespective of the function, sector or managerial role that one is involved in. As businesses reshape, so must the B-Schools.

While working together and communicating effectively remain crucial employability skills, there is an additional strong demand for the ability to turn data into insights, and hence enable evidence-based decision making. This calls for an evolved sense of thinking and problem solving, exposure and comfort in use of relevant IT tools to analyze big data sets, as well as a multi-disciplinary approach.

At FIIB, we are reinventing ourselves, with a redesigned curriculum that focuses on preparing students for the challenges of the current world-of-work. FIIB is a unique B-school that is providing a unique MBA education to its students. Our new curriculum, pedagogies and partnerships develop and hone the analytical skills that our students need to solve complex business issues in a range of environments with a challenging, rigorous education, and with continued support, coaching and personalized attention.

Our education moves beyond management as usual, and focuses on developing skills that use the power of data to drive smart decisions. We're collaborating both internally, across our faculty, and externally with the industry to deliver an education that not only makes the students employable, but ensures that they drive growth in their careers, as well as the organizations they are engaged in. We are not just trying to make incremental changes; we are working to disrupt business education such that it is *relevant to the needs of business and society*.

Today's competitive business world demands a different kind of talent; one that has a great analytical skill set coupled with a strong mindset to perform and exceed expectations. Get yours from a school that offers it!

Speak to our Corporate Relations Team to discuss your specific needs and how an FIIB Racer may just be the answer to your specific talent requirements.

With Warmest Wishes,

Radhika Shrivastava
Executive Director

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The Institution

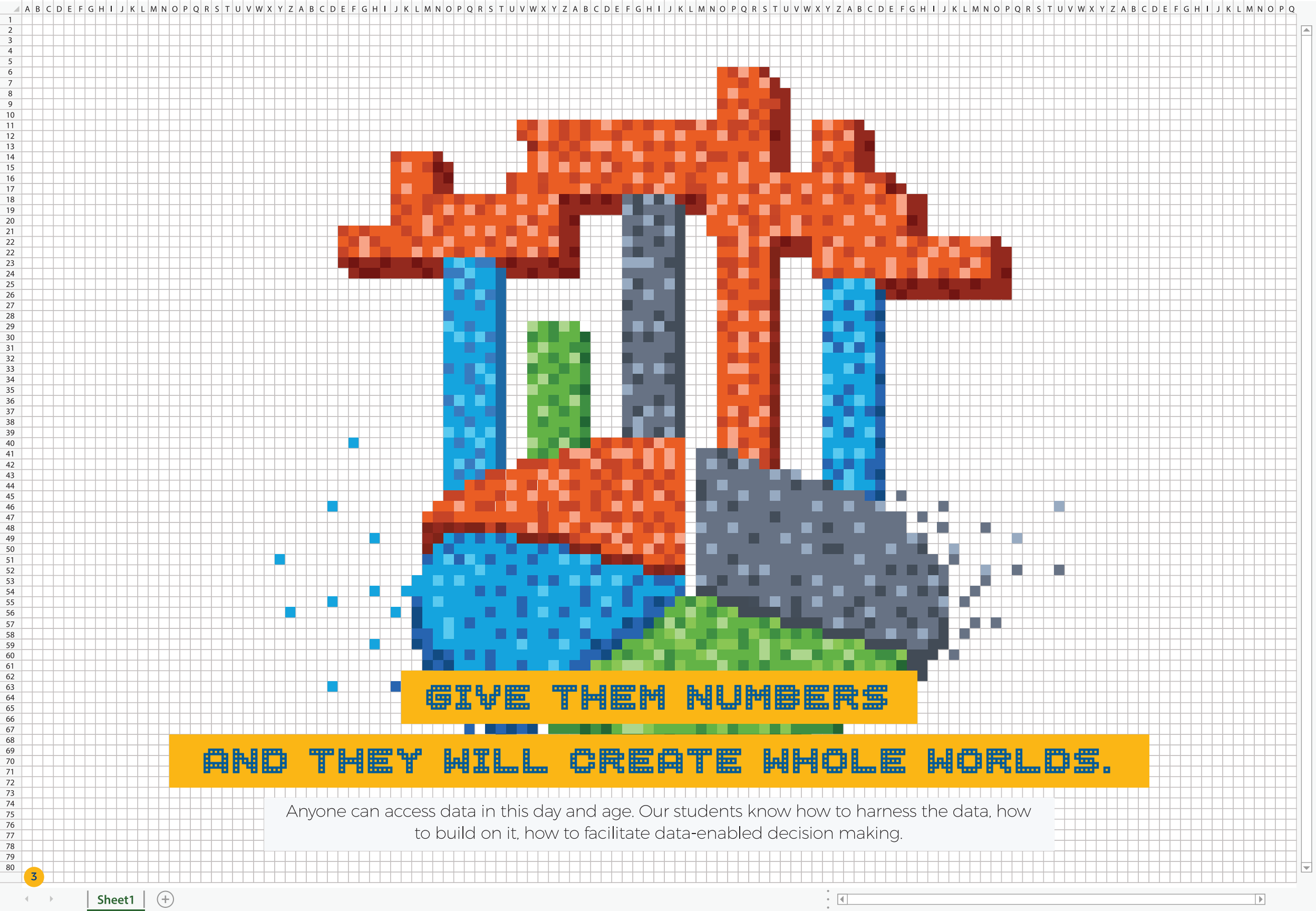
To inculcate a flourishing culture of zero hype and maximum excellence, FIIB has excellent credentials to offer, along with a rich mix of the right associations, competent faculty, committed students, accomplished alumni and most importantly, discerning recruiters that come back year after year.





 FIB
Let the foundation begin.
NEWNORTH
ORIENTATION PROGRAMME
8th June, 2018 / 2And Batch

 FIB



GIVE THEM NUMBERS

AND THEY WILL CREATE WHOLE WORLDS.

Anyone can access data in this day and age. Our students know how to harness the data, how to build on it, how to facilitate data-enabled decision making.

Rankings & Awards

Ranked 10th
in North Zone
"Top B-School in India"
in
Times B-school Survey -
2019

Ranked 6th
in Top B-School
in
Delhi by Business
Today - 2019

Ranked 4th
in the category of
Top B-Schools of Super
Excellence in Delhi
by
CSR GHRDC Ranking - 2018

Ranked 9th
in Delhi out of
16 Pvt. B-Schools (AAA+)
by
Career 360 - 2018

Other reputed bodies that ranked FIIB highly are:



Awards



Best Institute for Innovation in Skill Development
ET NOW at India's Quality Educational Awards 2018-19

Excellence in Employability Skills Development
Jointly by Business World & the Education Post - 2018

Best Institute for Business Recruitment in Delhi NCR
by Adfactor Media at International Business Achievers Awards & Summit - 2018

Best Educational Institute for Industry Interface in India
by Assocham India - 2018

Other Academies that have awarded FIIB are:





Associations & Accreditations



AICTE Accredited



AIU Approved



NBA Approved



Domestic Collaborations:



Global Collaborations:



All that we read and researched about India was nothing compared to experiencing it live. We understood how different factors affect business and life in India. Thank you FIIB, not only did we learn about Business and Management in India, but we also created lasting experiences different and better than we anticipated.

Kathryn, Student, Sam M. Walton College of Business

Board of Advisors

The FIIB Board of Advisors focus especially on providing counsel and stimulating advances in areas of strategic importance to FIIB. The Board features accomplished and distinguished members, covering an array of

1. **Maj. Gen. D.N.Khurana, AVSM**, Ex-Director, All India Management Association (AIMA) – Chairman of the FIIB AAC
2. **Prof. Rajen K Gupta**, Ex Professor – MDI Gurgaon & IIM Lucknow
3. **Mr Rajat Jain**, Executive Vice Chairman, Neva Garments Ltd and Independent Director, Times Innovative Media Ltd
4. **Ms Ritu Jain**, Managing Director, EOS Capital Advisors Pvt Ltd.
5. **Mr Amitabh Jhingan**, Co-Chair FICCI K12 Committee
6. **Prof. TN Kapoor**, Former Vice Chancellor, Punjab University.

businesses and industries. They meet once every quarter to provide recommendations on new initiatives and offer feedback on matters related to the Institute.

7. **Mr Manish Kheterpal**, Managing Partner, WaterBridge Ventures
8. **Mr Saurabh Mittal**, Executive Coach Adviser to Start-ups
9. **Mr. Vinay Mittal**, Chief Financial Strategist HT Media
10. **Maj (Dr) KPS Sandhu**, Principal Consultant, Infosecure Consulting Pvt Ltd.
11. **Ms Radhika Shrivastava**, Executive Director, FIIB.
12. **Dr. Anil Kumar Sinha**, Director, FIIB

Along with the board of advisors, a board of industry experts help us reinvent business education time and again, so that it stays relevant to the current and future needs of business and society. Our Board of Studies 2018 includes:

1. **Mr. Saurabh Pandey**, Founder & CEO, dotConverse Social Media & Online Marketing
2. **Mr. Ranjan Kumar**, Associate Director, Axience
3. **Ms. Divya Singh**, AVP – HR, Genpact
4. **Dr. M. Venkatesan**, IIFT, HR Area
5. **Mr. Rakesh Kumar**, Lead Consultant, Supply Chain Consultants
6. **Dr. Ram Singh**, IIFT, IB Area
7. **Mr. Ajay Verma**, Vice President - Business Transformation, Dassault Systemes





Faculty

FIIIB is known for its excellent faculty and high quality intellectual capital. The faculty members are actively involved in teaching-training, mentoring, research, consulting, and solving the intricate problems typical to global business environment. They are the role models whom our budding managers look up

to, and build lifelong student-mentor relationships with. Their commitment towards fostering knowledge and turning it into applicable real-world concepts helps the students emerge as leaders and keep prepared for the arduous trials of corporate life.



Dr. Anil Kumar Sinha Director & Senior Professor
Pursuits: Banking, Accounting and Finance, Merger & Acquisition, Project Finance, Financial Services

Dr. Sharad Chaturvedi Professor
Pursuits: Lean Six Sigma, Quality, Supply Chain Management, Operations, Project Management

Dr. Asheesh Pandey Professor
Pursuits: Corporate Finance, Financial Modelling, Portfolio Management Equity & Fixed Income Securities, Security Analysis and Valuation

Dr. Nimit Gupta Associate Professor
Pursuits: Luxury Marketing, Services Marketing, Marketing Management, Retail Marketing, Marketing Strategies and Research

Dr. Amiya Kumar Mohapatra Associate Professor
Pursuits: Managerial Economics, Macro Economics, International Economics, Development Economics, International Finance, Business Environment, Business Ethics, Business Strategy and Public Policy

Dr. Sudhir Rana Assistant Professor
Pursuits: Marketing Management, International Marketing and Sales Negotiation & Business Development

Mr. Arun Sangwan Assistant Professor
Pursuits: Strategic Management, Entrepreneurship and New Venture Creation, Business Ethics and CSR, B2B Marketing

Mr. Arpan Anand Assistant Professor
Pursuits: Integrated Marketing Communication, Sales & Distribution, Marketing Management and Retail Marketing

Mr. Prashant Verma Assistant Professor
Pursuits: Analytics, Quantitative Technique, Decision Science, Project Management, Total Quality Management

Dr. Sangeeta Chopra Assistant Professor
Pursuits: Human Resource Management, Organisation Behaviour, Organisation Development, General Management, Written Communication, Training & Development

Dr. Ekta Singhal Assistant Professor
Pursuits: Strategic Marketing Management Brand Management, Digital Marketing & Social Media Marketing

Mr. Sanjay Tiwari Professor
Pursuits: Marketing Area, Orientation to Management Skills

Mr. Miklesh Prasad Yadav Assistant Professor
Pursuits: Option Valuation, Investment Management, Corporate Finance, Volatility Prediction, Corporate Social Responsibility

Dr. Amresh Kumar Assistant Professor
Pursuits: E commerce, Online marketplace/Online retailing, Digital Marketing/Social Media, Electronic word of mouth

Mr. Vibhor Kataria Assistant Professor
Methods of effective business communication, Effective and ineffective communication practices in corporate, Communication techniques for conducting effective corporate meetings

Ms. Rajni Joshi Assistant Professor
Pursuits: Corporate Finance, Earnings Management, Asset Pricing Models

Dr. Nidhi Maheshwari Associate Professor
Pursuits: Spirituality, Value system and Indian ethos, People Analytics, Sustainability

Mr. Piyush Gupta Assistant Professor
Pursuits: Service Operations Management, Service Performance Management, Discrete Event Simulation

Dr Shegorika Rajwani Lalchandani Assistant Professor
Pursuits: Stocks markets extending to financial markets



Mentoring beyond Pedagogy

Every faculty member fulfills multiple responsibilities in paving a successful career path for their students. Their job doesn't end there. As critical thinkers, they take up research to solve the complex management challenges that arise globally; they contribute to the training of industry leaders and other faculties through



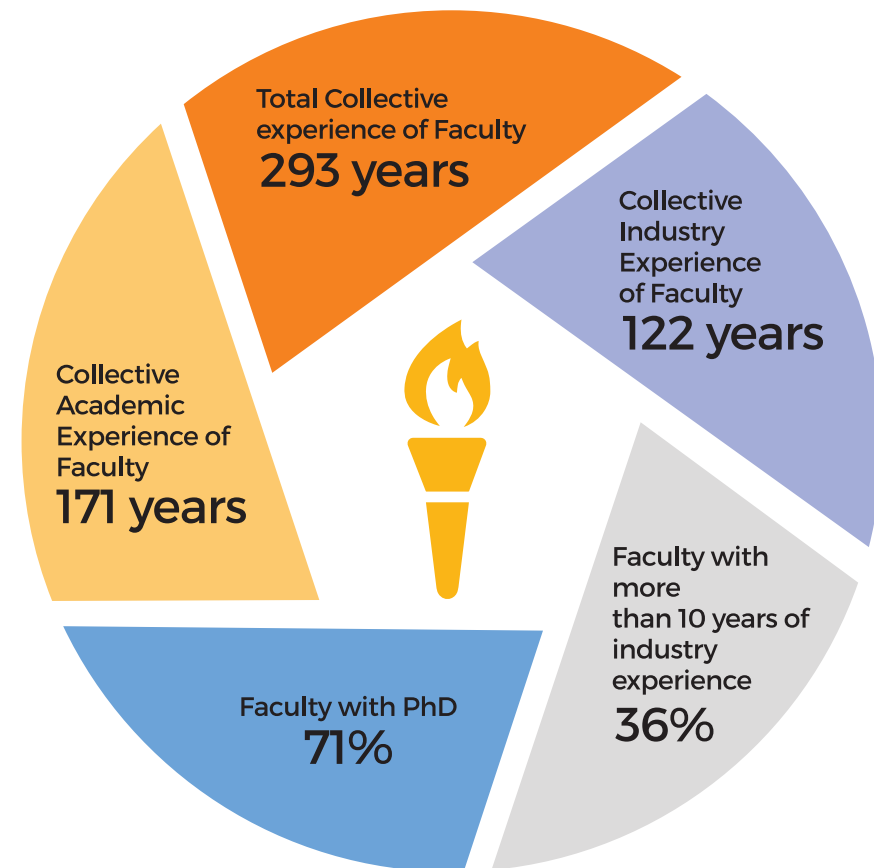
The most important thing for faculty is to put learning first. The students spend most of their time at college with us. That puts a huge responsibility on our shoulders to mold them into success-ready individuals. Of course, it's not easy. But knowing that these people, who're listening intently to each and every word we utter in the classroom, possess the potential to become game-changers of the marketplace and economy, keeps us on our toes to stay updated and make learning impactful.

Dr. Nimit Gupta, Associate Professor, FIIB
 Recipient of 'Outstanding Contribution to Nation' Award
 National Excellence Award for Innovative Teaching - 2017

Our faculty are multifaceted and practice what they teach. Their numerous awards, research papers and publications stand true to the fact that learning never stops. With every new batch, they unlearn and relearn along with the students. Our faculty members are a mix of both experienced and young scholars who maintain a balance between traditional and conventional teaching methodologies.

Dr. Anil Kumar Sinha, Director, FIIB

Management Development Programs (MDPs) and Faculty Development Programs (FDPs); Stepping beyond the role of conventional pedagogues, they learn as well as mentor and inspire our young managers.



MDP and Research

FIIB MDPs are designed with the right balance between theoretical inputs, practical insights and the latest research findings with the aim to further enhance the reputation of FIIB as a B-School and bridge the gap between academia and industry, to train on personal as well as organizational fronts and develop competencies with new and finer skills, knowledge and attitude.

We equip participants with strategic tools in the field of Strategic Planning, Finance, Marketing, Operations, International Business, Organizational Behavior, HRM, Communications and Soft Skills like Time Management, Yoga and Meditation, Holistic Wellbeing, Sensitization, Interpersonal Skills, Selling Skills, Presentation Skills, Leadership, Etiquettes and Grooming, Motivational Skills etc.



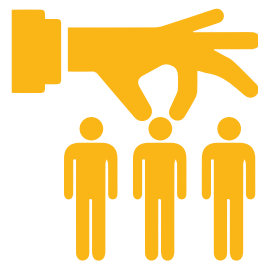
The organizations where our faculty regularly delivers training sessions are:



Cutting edge Management Development Programs for Industry

1. Customer Centricity & Building Customer Focused Organization
2. Putting People First: Legal, Ethical, Moral and Spiritual (LEMS) spaces of Corporate Decision-Making
3. Marketing Analytics for Effecting Marketing Planning
4. Measuring, Monitoring, Maintaining and Improving Service Quality
5. Think Critically, Decide Swiftly and Communicate Effectively
6. Presentation Matters: Mastering the Art of High-Impact Presentations
7. Leading Teams for Synergy
8. Supply Chain Analytics
9. Resolving Management Dilemma: Mapping Ethical and Moral Competencies
10. Out-think! - How to use game theory to outsmart competition

Regular Recruiters



FIIB has been privileged to have many renowned recruiters visiting for campus placement regularly, which speaks volumes about their continued faith in our ways. This faith can be credited to the exemplary performance exhibited by our alumni working with various organisations at different levels & locations.

The following are select regular recruiters of FIIB:



Recruiters Speak



The recruiters have often spoken highly of FIIB at different forums, the highlighting point being its students, curriculum and experiential learning opportunities. Here are a few bites in their own words:



"Decent pool of students filled with enthusiasm, would like to visit again!"

Mr. Amber Nag | Bajaj Electricals Ltd.



"Superbly trained students, very calm in handling queries. Keep it up!"

Mr. Mudit Juneja | CavinKare



"It was absolute pleasure to address the FIIB students. We were really delighted to see their level of understanding and awareness about the industry. All the best to the students."

Mr. Anand Akhouri | Ernst & Young



"A very good experience of visiting FIIB again, the students possess good communication skills and sound knowledge of the industry."

Mr. Hemant Kumar | ICICI Securities Ltd.



"Great participation from students. Overall amazing initiative from the institute of have this session to inculcate right skills in students. Thank you for having me at FIIB."

Ms. Bhawan Dhawan | Pladis Global



"Wonderful audience, great interaction. Impressed with the bunch of students at FIIB, great hospitality."

Mr. Ankush Arora | Grofers



"I loved interacting with the student as I explained them the outside world. Wish them all the best from my side."

Ms. Madhabi Sen Advani | Business Standard

Infrastructure

Located in prime South Delhi, infrastructure at FIIB has state-of-the-art facilities that equip the students with the right tools and technology to excel. With hi-tech classrooms supporting student learning, library that houses the most up-to-date resources, and student recreation centres that support a friendly learning environment, FIIB nurtures exploration, invites cross-cultural engagement and inspires dynamic interactions.

FIIB campus is also well-connected to major hotspots of entertainment, shopping, gastronomy and culture in Delhi-NCR, offering our vibrant and diverse student network with memorable experiences and the opportunity to bond with FIIB community for life-time.





"To facilitate more room for reading, a main reading hall separates the stack room. library spaces at FIIB are more inviting, more personal. That's really important. It becomes a home away from home for the students who are lost in the books, devouring the knowledge hungrily trying to find answers of some of the most challenging business problems of today."

Neha Chandel, Assistant Librarian, FIIB



Methodology

Improve the quality of every single component, make every single process airtight, and the resultant overall excellence is all but inevitable. Here are some of the methods and process we've employed to become who we are.







ORGANIZATIONS THRIVE ON COLLABORATION.

OUR STUDENTS KNOW HOW TO DRIVE IT.

When it comes to borderless corporation working across cultures and countries, collaboration is the name of the game, something our students learn as part of the curriculum.



Industry Focused Curriculum

The FIIB Curriculum has been developed through vigorous debate and deliberations among the industry frontrunners. The FIIB Faculty lends it the extra edge needed to transform students into success-ready managers. One of the reasons why FIIB has been ranked 26th by Business World is our curriculum and pedagogy. The amalgamation of rich industry experience, proven leadership potential and academic rigour produces talent that is ready to hit the ground running from the very first day in complex business environment. FIIB has

always been quick on updating it's curriculum in response to the changing needs of employers like yourself. A panel of experts from various industries has helped us pick the right courses such as Business Analytics, Collaborative IT Tools and Visual Storytelling that are required to solve contemporary and emergent business problems. As a result, our batches have been hailed by recruiters in need of management talent at the entry level.



Industry Speak

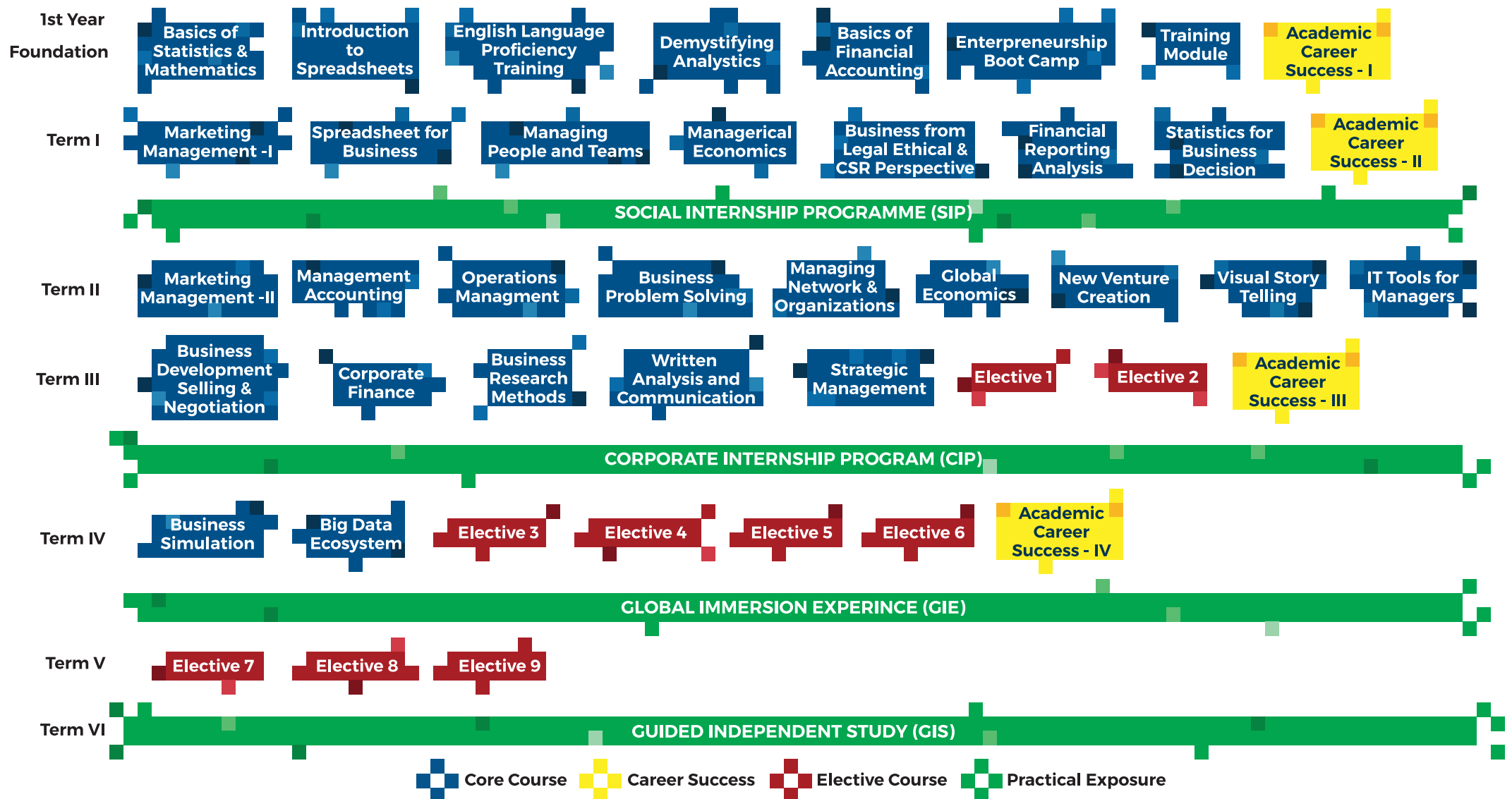
“Analytics is everywhere, whether you are aware of it or not, it is embedded in every part of the business transaction. Fresh MBA graduates should concentrate on learning analytical skills and be quick to solve statistical problems. These skills would attract a recruiter as they're looking for someone who can understand and solve problems from day one. I really am fascinated by the FIIB community for

being open to industry opinions to accommodate changes in the curriculum. The discussion was fruitful and with analytics being woven into regular courses, the students would be equipped with real-time analytics and decision making that can set them apart from others.

Mr. Suhas Handa, Manager- Workforce Analytics, Ericsson

Curriculum Diagram

With a harmony of core management studies, thought leadership and practical experience, our curriculum provides hands-on experience, knowledge and skills to excel. Designed with the right blend of courses, electives and experiential learning opportunities, this curriculum serves as a road map to success.

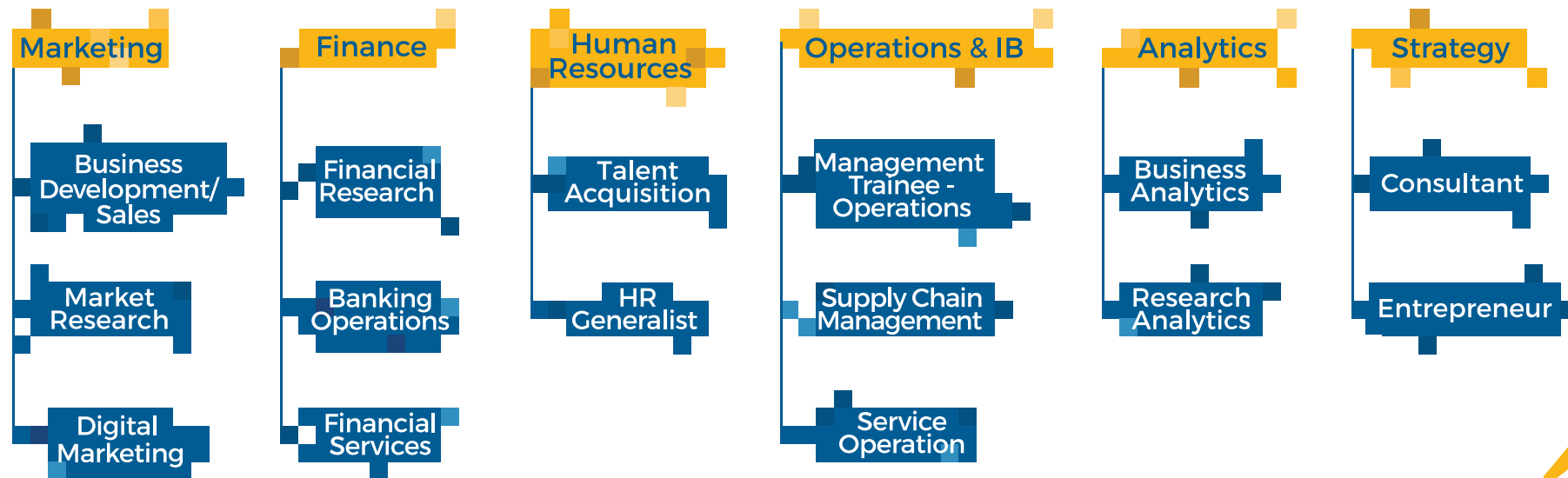


Career Tracks



These are specialised frameworks enabled to define job titles consistently within each specialization. The objectives of FIIB Career Tracks is to provide clearer definition of responsibilities, requirement of knowledge, skills & abilities and career paths, to develop a professional development plan for FIIBians. Through these Career Tracks, our students' development plans are linked to common job requirements within their areas in a systematic way.

Career Tracks make it easier for students to identify their interests and enhance their skills through various career enhancement and employability sessions during their tenure at FIIB.



Marketing



Marketing is a demanding career that requires a wide range of skills to succeed in. Students at FIIB are brought up to be great storytellers to be able to convince a client and possess technology skills that are essential for success in research. They believe in testing everything and assuming nothing, using data evidence to make decisions. FIIB creates industry-ready marketing professionals equipped with selling, marketing communication, relationship building, digital marketing, research and reporting skills. Our curriculum offers a perfect launch-pad for Business Development & Sales, Market Research and Digital Marketing careers.

Business Development & Sales

As a Business Development & Sales professional, our students have been trained on how to research and pursue new and prospective business leads for business growth. As per the requirement of the role, our students have the ability to manage self, learn and adapt to new situations. They possess exceptional inter-personal skills and are made ready to apply Sales Pitch using FAB analysis, Negotiate using BATNA & ZOPA.

Market Research

A role in market research is all about data, and our curriculum ensures that the students develop data driven thinking. They are put through case studies and projects to plan, implement, control, analyse and report on information gathered so that they are able to draw logical conclusions based on data. FIIB students have research field experience, are able to apply statistical tests using SPSS and create marketing research reports.

Digital Marketing

With the way marketing is advancing and changing with technology, our students with interest in Digital marketing are made aware of the nuances of marketing in the digital space and are trained on the Digital Marketing Plan- Formulation, Implementation & Control with hands on experience of SEO/SEM/SMM and community engagement. They are also skilled on the tools supporting the function such as Google Adwords, Google Analytics etc.

Marketing Tools We Teach

Awareness of softwares and tools related to Lead Squared, Salesforce, DSR Excel, SPSS, Tableau, Cognos, Google Adwords, Google Analytics.

List of Electives

- Consumer Behaviour
- Digital Marketing
- Sales and Distribution Management
- Integrated Marketing Communication
- Marketing Research
- Business to Business Marketing
- Strategic Marketing
- Marketing of Luxury Products
- Services Marketing
- International Marketing
- Retail Marketing
- Brand Management
- Customer Relationship Management





Finance

The field of finance carries a strong ethical responsibility and requires dedication to protect professional standards of practice. The competitive nature of the industry entails a preference for those who have relevant qualifications. Our students are adept to analyze all data to develop strategies and ensure achievement of all financial objectives for client with special focus upon the following three roles.

Financial Research

The financial industry is beaming with career options for young budding managers with analytical bent of mind and understanding of data. Our students are great with numbers and have an analytical bent of mind with problem-solving skills. They possess the ability to use financial data to spot trends and extrapolate the same, helping their employers and clients make informed decisions.

Banking Operations

Our students are good at holistic capturing of operational and systemic nuances of Banks and Financial Institutions. FIIBians are trained to practice a perfect blend of concepts and tools to crunch real time data and carry out virtual simulation.

Financial Sales

A combination of Finance and marketing skill sets the right tone for preparing the student to be a good fitment for the financial sales profile with any organization. This is a highly-skilled role as well as one of the most rewarding sales careers within this constantly changing and evolving industry. We train our students to have strong interpersonal skills in addition to their quantitative and analytical skills that are of utmost importance in today's world for a successful career.

List of Electives for Finance

- Financial Services
- Security Analysis and Valuation
- International Finance & Treasury Management
- Financial Statement Analysis
- Tax Regulations & Planning
- Project Appraisal & Financing
- Financial Derivatives and Risk Management
- Mergers, Acquisitions and Corporate Restructuring
- Financial Modelling
- Equity and Fixed Income Securities
- Investment Banking
- Risk Analytics

Finance Tools We Teach

Advanced Excel, Learning through Data Analysis from stock and derivatives market, Financial Models, Financial apps, Tools, Finnacle, Capital Line Plus, R-Software and Tableau.



Human Resource



Our HR specialization students have acquired skills in Recruitment, HR Analytics and Employee Relations, while imbibing an integrative view of Human Resource function and business goals. Our courses set up the students for career openings in Talent Acquisition and HR Generalist profiles.

Talent Acquisition

Our course-Talent Acquisition and Competency Mapping (TACM) broadly caters to Talent Acquisition career track. The course contents cater to strategic and operational dimensions of organizational Talent Acquisition process with focus on competency mapping, recruitment process, assessment centre. Our pedagogy is a blend of conceptual and experiential learning; and provides the students a firm footing to accomplish practical expectations in the industry.

HR Generalist

Our bouquet of courses develop a student from multiple dimensions to ensure holistic preparedness for a long and cherishable HR career. Some of the courses designed with focus on for HR Generalist career track are Employee Engagement, Industrial relations-Labour Laws and Compensation and Benefits. Almost all our courses are designed to cover the conceptual, practical, research and analytical dimensions. Course based field projects on designing, conducting and analysing surveys provide the students a research perspective. Our seminars on People Analytics, Workplace Psychology and Leadership enable them imbibe soft skills to evolve as well groomed management professionals.

HR Tools We Teach

Our students have worked on recruitment portals and softwares. They have gained knowledge of Tableau, Advance Excel, SPSS, Google sheets, Survey Monkey and others.

List of Electives

- Talent Acquisition & Competency Mapping
- Employee Engagement & Talent Management
- Management of Employee Performance
- Leadership Skills Lab
- Compensation and Benefits
- Industrial Relations & Labour Laws
- People Analytics
- Training & Development
- Change & Organizational Development
- Conflict & Negotiation Management
- Strategic HRM
- Cross Cultural Management



Operations & IB



Our Operations graduates have strong organizational skills, ability to adapt and work in teams. Their consummate organizational abilities gained during their PGDM are crucial in successfully enhancing efficiency and driving productivity as an operations professional in the industry. Our career tracks in Operations & IB are focused on Management Trainee – Sales & Operations, which is a mixed profile, Supply chain professional and Service Operations.

Management Trainee - Operations

Students are equipped with skills to adherence of strict timelines, hands on tools, software's and techniques through advanced courses, simulations and industry interface. Operations Management, Service Operations Management, Business Analytics, Quality Management and Six Sigma courses build requisite skills to join as MT Operations in an organisation.

Supply Chain Management

Operations Management, Project Management, Service Operations Management, Quality Management, Supply Chain Management and Six Sigma, International Logistics Management and International Trade Operations & Documentations courses build requisite skills to enter careers in supply chain and logistics operations of small and large businesses.

Service Operations

A service operations manager has a broad role that includes monitoring and analysing the current system of production or provision to check it's effectiveness, and working out a strategy for its improvement, if necessary. Analytical skills, logic and reasoning, effective decision making and people management skills are imbibed in our students to take on the role from the very beginning.

Operations Tools We Teach

Advanced excel, Statistical modelling, Kaizen, 5S

List of Electives

- Supply Chain Management
- Quality Management & Six Sigma
- Service Operations Management
- Advance Spreadsheet for Managers
- Project Management
- Supply Chain Analytics
- Business Process Innovation and Management
- Warehouse & Inventory Management
- International Logistics Management
- International Trade Operations & Documentation
- International Finance & Treasury Management
- India's Foreign Trade
- Cross Cultural Management
- Thrust Product & Thrust Market
- International Marketing



Business Analytics



With the exponential growth that analytics has seen lately, it surely has far outpaced the growth in other areas. The massive current and forecasted demand for analytical resources ensured that FIIB embraces an analytics-driven culture into all verticals. Our courses are embedded with data driven thinking and so are our students, who are encouraged to take decisions based on data. Our students are trained to be outcome driven and skilled to understand processes and data.

Business Analyst

FIIB prepares its students to draw insights from data to help the organization manage, change and plan. The FIIBians are capable of using the software systems like Spreadsheets, Tableau, R to work as per the directions of the manager to produce data visualization/dashboards which provide an excellent understanding of the current system state and provide insight to handle problems/issues. FIIBians are also exposed to automating tasks using VBA and mine data using SQL.

Research Analyst

FIIBians trained in Research and Analytics are well grounded in functional domains and are suitable resource to work in a specific area/verticals such as healthcare, insurance, banking, aviation, food, and beverages etc. FIIB-ians are well exposed to visual storytelling through Spreadsheets and Tableau are capable of presenting market intelligence reports that the organization's customers or employees can understand and appreciate its usefulness.

List of Electives

- Business Problem Solving
- Big Data Eco System
- Analytics using R
- Predictive Analytics
- Tools for Analytics
- Advance Spreadsheet Modelling

BA Tools We Teach

The curriculum at FIIB highlights and emphasizes the use of Visual storytelling, Predictive Analytics, Big Data Ecosystem, Tools for Analytics(VBA/SQL), Analytics using R, Spreadsheets for Business along with tools like R/Tableau/Spreadsheets/SQL, use of new era apps for managerial purposes. HR Specialization separately offer People Analytics and Finance Specialization separately offer Risk Analytics and Financial Modelling





Strategy & Entrepreneurship

To equip the students with the dynamic global aspects of alignment of firm's resources and capabilities to external market opportunities, we offer them strong course electives with cutting-edge theories and practical projects.

These courses instill entrepreneurial and strategic management skills that act as an asset to every manager regardless of the career track they choose.

Consultants

Our students are imbued with knowledge, understanding and skills in helping businesses improve their performance, solve problems and finding new and better ways of doing things. The rigor ensures that students develop not only strong intellectual capabilities and analytical skills but good judgment and practical sense.

Entrepreneurship

Throughout the program, students gain requisite skills and importantly, develop an orientation for being entrepreneurial managers as well as being business owners. We ensure that the students are confident about conducting requisite research to validate their idea, sourcing of funds and putting their ideas to work in a competitive economy.

List of Electives

- Business Research and Consulting
- Entrepreneurship and Venture Capital
- Corporate Entrepreneurship
- Social Entrepreneurship
- Econometrics for Decision Making
- Managing Technology and Innovation
- Entrepreneurship and Family Business

S&E Tools We Teach

PESTLE, Value Chain Analysis (VCA), Balanced Score Card, VRIO Analysis, McKinsey 7S Framework, BCG Growth-Share Matrix, Ansoff Matrix, ADRAI, Blue Ocean Strategy, Customer Consumption Mapping





Integrating Experiential Learning

Our students are exposed to various experiential learning programs that mould their skills into action plans. These opportunities enable our students to rub shoulders with the corporates and understand the changing business scenarios.

Corporate Internship Programs

The focus of FIIB has always been on experiential learning. The 12 week CIP (Corporate Internship Program) is an ideal way of understanding the nuances of different industry verticals and functional areas by each student manager as per their career orientation. FIIB-ians were offered noteworthy roles with multiple industries like FMCG, Media, BFSI, E-commerce, Manufacturing, Telecom and Consulting. The projects offered to students were in sync with the 'major specialization' opted by the students, unique for each set of

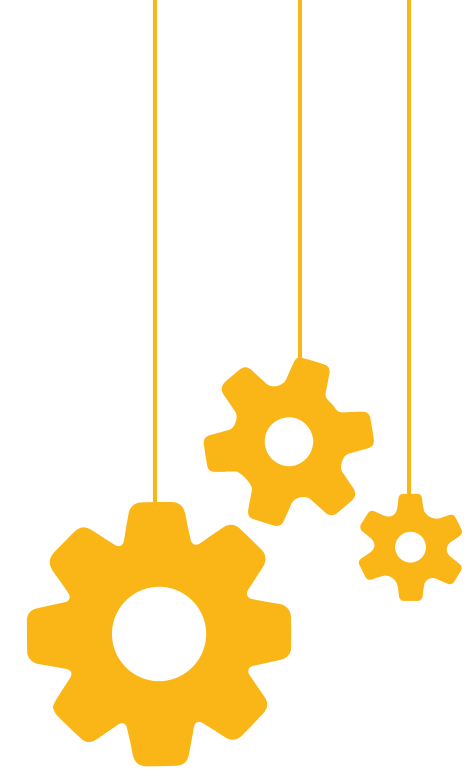
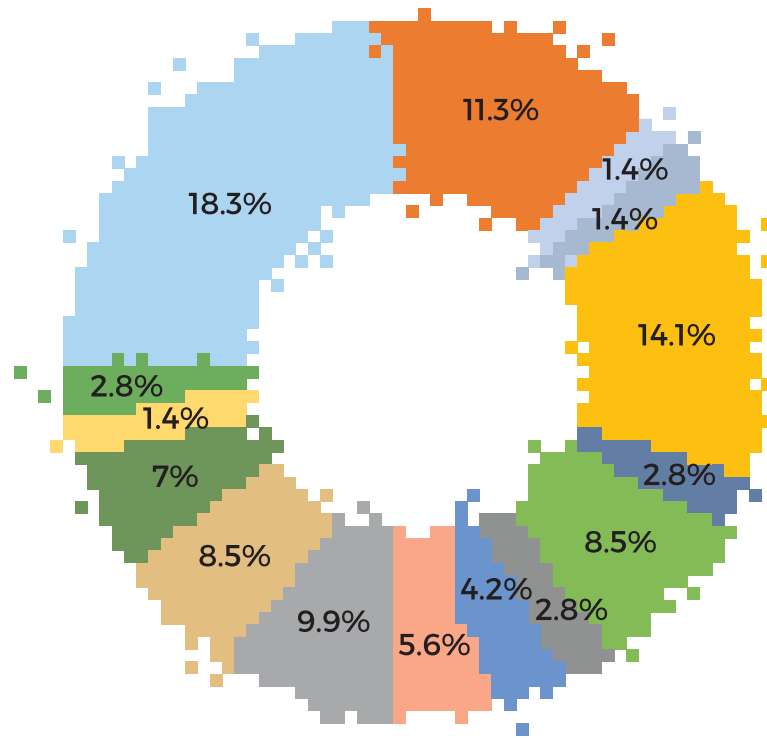
students. The projects offered included various functions like business development, sales promotion, market research, digital marketing, supply chain management, warehouse management, import-export documentation, talent acquisition, HR operations & analytics, investment portfolio management, banking operations and sales of financial products.

Some of the leading organisations who've offered CIP projects to our students include:



CIP Industry-wise Coverage

- BFSI
- Consumer Durables
- E-Commerce
- Consulting & Research
- Education
- FMCG
- Pharma/Healthcare
- Hospitality
- IT/ITES
- Logistics
- Manufacturing
- Media
- Retail
- Telecom
- Others



Social Internship Programs

In this program, students work alongside leading NGOs and social ventures under the mentorship of faculty to identify and solve the business problems. The core activities of these NGOs are women empowerment, adult education, child welfare & education and sustainable living. This initiative is to create socially aware corporate leaders of tomorrow. By the end of the program, students make connections between themselves, community experiences and the larger world.

Some of the leading organisations who've offered SIP projects to our students include:



Select CIP Projects



Marketing	
Analyzing the Buying Behavior towards consumer durables of Hitachi.	Hitachi Air-Conditioner
Gap Analysis and Effectiveness of Distribution Network: A Study on Market Penetration	Amul India
Analyzing the role of digital marketing for the clients of Brand Visage Communications and promoting them through various digital channels.	Brand Visage Communications

Finance	
Digitalization and Catchment Scoping of the HDFC Bank	HDFC Bank Ltd.
Future development of Forex derivatives Market in India in view of the RBI Guidelines.	Bank of Baroda
A study on effectiveness of working Capital Management at TATA Projects in Noida	Tata Projects

HR & OB	
Interrelation between Performance Management System and Employee Engagement	Jaguar Overseas
Study of Learning and Development, Recruitments and Community Engagement Processes.	BFG's Digitally Next
Scope of Automation in HR.	GAIL India Limited

Operations Management	
Supply Chain Management (MIS/OPERATIONS)	OM Logistic Ltd.
Understanding the working of Assembly of Wire Harnesses	Furukawa Minda Electric Pvt. Ltd.
Study and analyze the operations in export and import of shipment through airway.	Jeena Logistics

Student Employability Enhancement: SANKALP

FIIB follows a structured training plan conducted in a phased manner to enhance employability of the students. The Career Preparatory Program, which spans the entire four terms is carefully designed to enable students to succeed in the competitive corporate environment. A scientifically and extensive training needs assessment including a comprehensive psychometric assessment of each student is conducted to ensure individual and personalised personality enhancement.

In addition to the continuous efforts put internally to improve employability skills of students, we believe that an evaluation from industry perspective at regular intervals brings a 360 degree dimension to the whole exercise. FIIB has very carefully curated '**SANKALP - Skills and Knowledge Aligned to Lead and Perform**' in four different phases during the course of the entire PGDM Program. Each phase of SANKALP addresses specific gaps between industry and academia with a detailed activity chart carried out by industry experts over a period of 2-4 days depending upon the nature of the activity. SANKALP also ensures that every experience the students have coincides directly with the career path they want to explore.



Industry Interaction

Guest sessions: The student at FIIB get to network with top leaders from industry and learn from the experience of industry professionals. These sessions provide students with exposure to emerging trends in various sectors, the contemporary developments therein and also the expectations of the industry from the future managers.



Industry Visits

The industry visits give the students an on-ground feel of the industry and understand the systems and procedures involved in working for an organization.



Global Immersion Experience



Often called as the fun learning part of the FIIB MBA, the Global Immersion Program provides students with an experience driven understanding of the culture and commerce of another country, and develop the confidence work internationally.

Before the program, students are asked to research the culture, economy and industries of the country they are going to visit to get better insights into various management practices related to Operations, Marketing, Sales and HR.

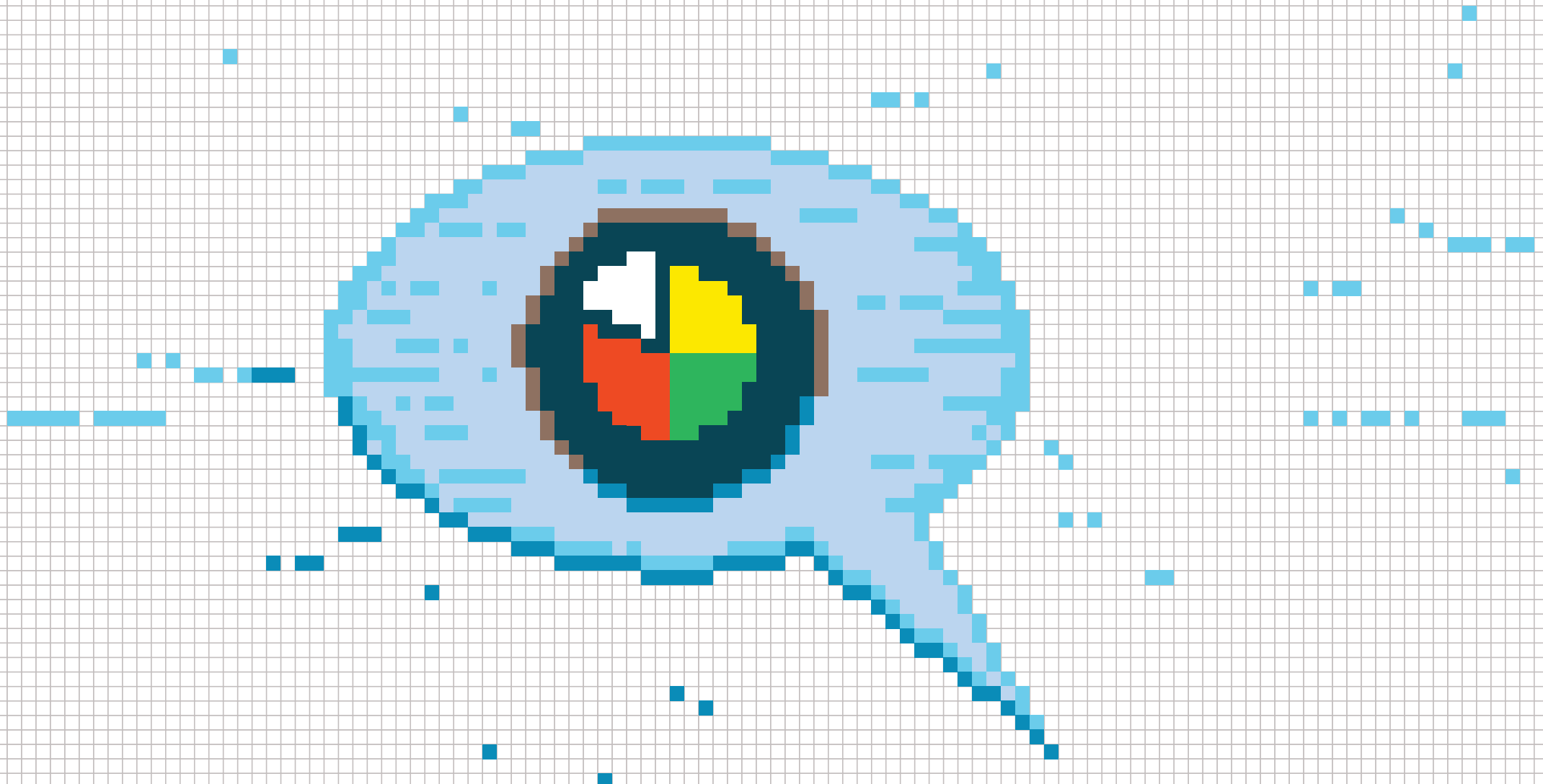


The Student

The hallmark of a good MBA institution is the quality of its Management Graduates. FIIIB students have consistently gone out into the world and blazed trails. These are some of the reasons why.







OUR STUDENTS DON'T JUST TELL.

THEY SHOW IT TO YOU.

Visual Storytelling is an integral part of our curriculum, enabling our students to present their data findings in a manner that's useful as well as interesting.

Selection Process

Every student has to go through a rigorous and elaborate selection process to be a part of FIIB. To apply for admissions, the candidates should have appeared in at least one of the entrance tests from among CAT, GMAT, XAT, CMAT, MAT or ATMA, and must have fared reasonably well with their scores. FIIB scales the personality and capability of the students largely through their past academic performance

and work experience.

judge the analytical and reasoning skills while the personal interview by our experienced faculty and industry experts happens on the basis of their communication abilities, interpersonal and soft skills, teamwork and leadership qualities.

The aptitude and written tests

Student Clubs

At FIIB, students play a pivotal role in planning, organizing, curating and monitoring all intra and inter college events at the campus. With a view to promote a student-driven culture at the Institute, a number of Student Clubs have been formed. These clubs serve as excellent forums to strengthen entrepreneurial and managerial capabilities through the practical application of live projects outside the classroom.



TEDx FIB 3



Year-round Events



The annual calendar at FIIB is home to some of the most high-spirited and thought provoking events that contribute to the comprehensive development of the students.

TEDx

TEDxFIIB discusses ideas worth spreading through renowned speakers who have built a stage for themselves through their remarkable achievements.

International Management Conference (IMC)

IMC is the flagship event of FIIB. The conference facilitates deliberations on key National and International issues by eminent researchers, Industry practitioners and Academicians.

International Symposium on Economic Development (ISED)

ISED is attended by world's leading researchers, economists, corporate members and students. The symposium deliberate on the impact of globalizations and policy decisions.

HR Conclave

Human Resource Conclave offer an interactive platform for meaningful discussion on the latest Trends in HR and its impact in the corporate workforce.

Katastasi

Katastasi is an annual Internship based case writing competition to enhance skill sets of students. The initiative is in pursuit of excellence in Management education and research.

Marketing Conclave

The National Marketing Conclave is an interactive forum to deliberate on contemporary Management practices and discuss the roadmap for future.

Opex Conclave

Opex Conclave is an initiative of FIIB Operation domain. The conclave deliberate on operational excellence and strategy for a sustainable Business.

Finance Conclave

Finance Conclave is an initiative of the FIIB finance domain. Eminent speakers deliberate on key issues related to the finance and Banking sector during the conclave.

Samavesh

Samavesh is an annual cultural fest at FIIB. The fest is a harmony of talent and hard work where students learn about management through fun and cultural activities.

Meraki

Meraki is an annual Business Plan competition for students to show case their talent for industry preparedness

Founder's Day

Founder's day is organized to commemorate the Founding Father of FIIB and celebrating the history and accomplishments of the Institute and its various stakeholders.

Sustainability Summit

The Sustainability summit provides a forum to deliberate on key issues to create Sustainability across all walks of life.

Ranbhoomi

Ranbhoomi is an annual sports event at FIIB. The students enthusiastically participate in the games and fun activities with spirit and pride.

Live Projects



Our students do not limit themselves to theoretical learning. In the quest to provide experiential learning opportunities to all students and to bridge the impending gaps between classroom learning and practical application of knowledge, students at FIIB are offered Virtual, Research and Work-from-home projects that they may pursue in the after-hours. To ensure that the Projects' objectives are met, Faculty Mentors support and guide the students.

Organization	Project
FarEye	The selected candidate will be working with the Talent Acquisition team of Fareye.
ITC Ltd.	Practical and Realistic learning of strategies such as Promotions, Sales, Consumer behavior, Retail management, Brand equity etc.
Marico Ltd	Modern Trade Team for the Big Day Promotions
PayU Money	Partnership Strategies for Markets of Indonesia, Bangladesh and Thailand
Modi Naturals	A Study on Modern Retail Management

The following companies have offered live projects to our students in 2018-19:



Alumni High Achievers

Our acclaimed alumni are spread globally and have not left any sector untouched by their brilliance. We feel proud to be a part of their triumphant journeys while they are busy transforming the business and social landscape with their unparalleled talent.



Rakesh Gupta
Associate Vice President
HRBP (Sales)



Navdeep Sing Mehram
Head Sustainability



Sudeep Purkayastha
Sr. V.P. & Head Corp. Comm.



Subhash Jha
Assistant Vice President



Yogendra Goyal
Sr. V.P. & Head



Abhijit Das
Head Marketing



Siddhartha Priyadarshi
Assistant Vice President



Suresh Srivastava
National Manager



Satish Chinnadurai
Director India



Pritiman Sarkar
Vice President



Shahji Jacob
Global HR Services and
Support Leader



Tapan Bansal
Country Manager



Satabdee Borah Das
Head HR



Darpan Khurana
Demand Planning Manager



Rahul Asati
AVP



Rajat Kundu
Program Manager

The Placements

One look at the past placements of our institution will give you enough data to support the claims we have made so far. Have a look.



The First Impression Art of Grooming



An initiative by Naresh Vij for

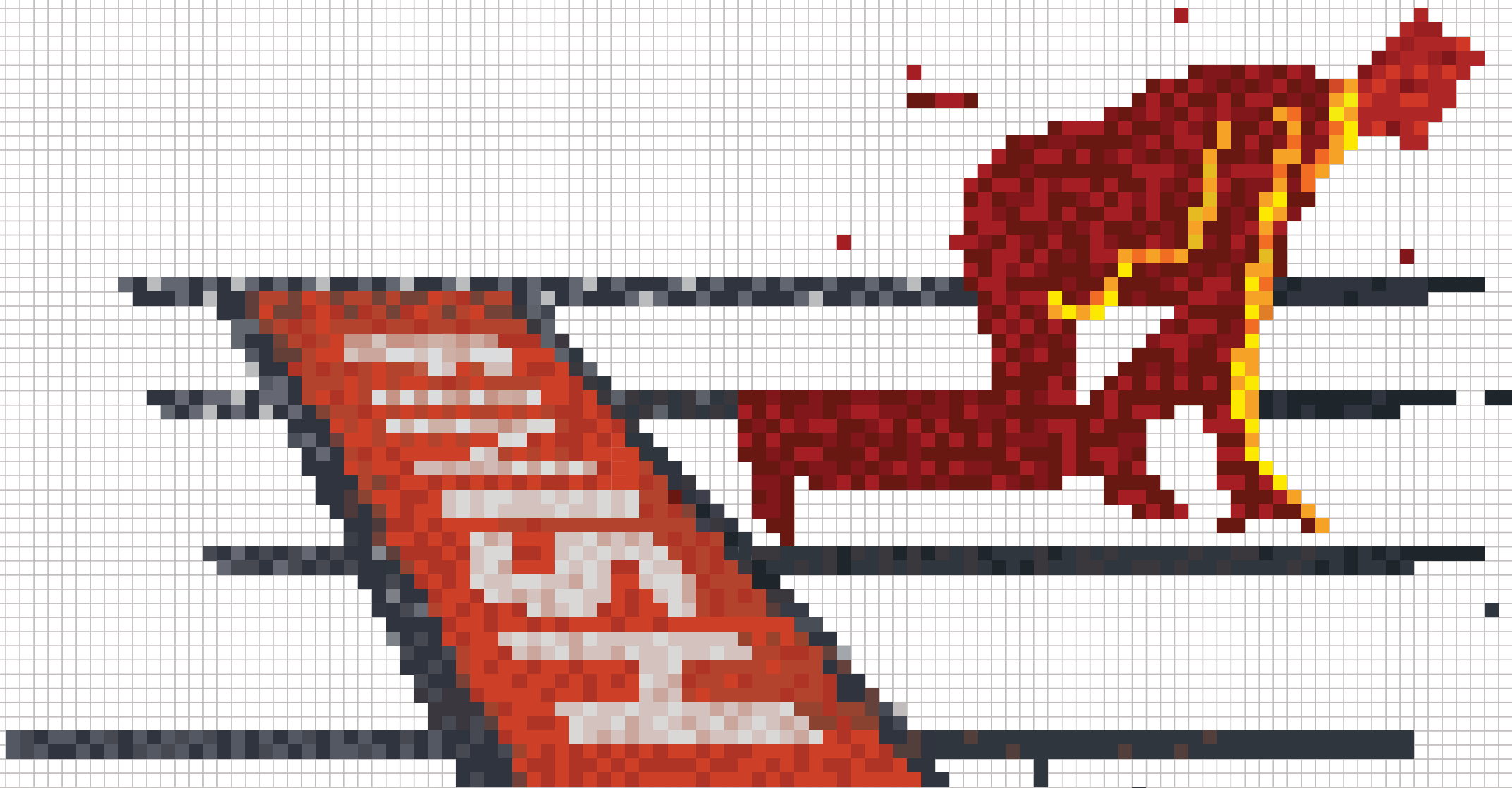
SANKALP

WILL AND KNOWLEDGE ALIGNED TO LEAD AND PROGRESS



1) Greeting
2) Respect
Culture

ADRENALINE
STIMULATE
ENTHUSIASM



WHAT THE WORLD CALLS THE FINISH LINE,

OUR STUDENTS CALL THE STARTING LINE

It's not just the curriculum. We focus on inculcating values like perseverance and a never-say-die attitude in our students through an academic culture built on rigour.

Placement Highlights of Batch 2017-19

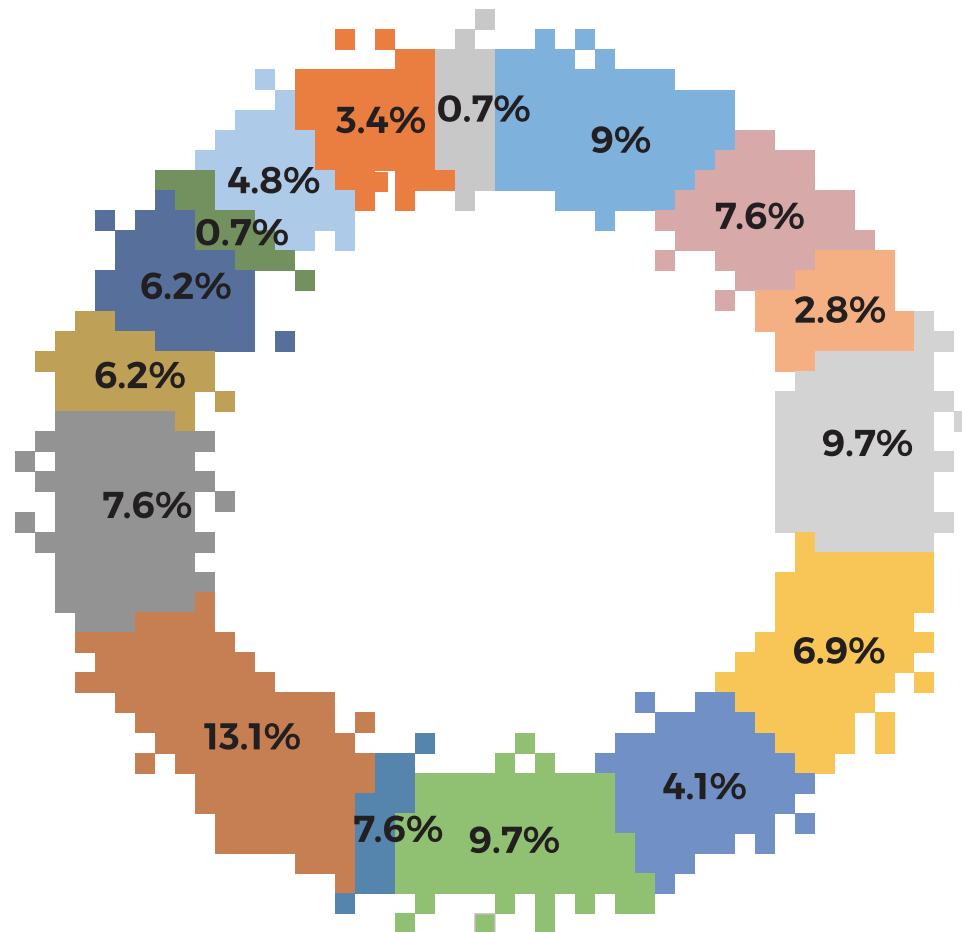
We had yet another successful placement season for the PGDM Batch of 2017-19. We saw robust Growth in recruiters, a wide variety of profiles on offer and better compensations. A total of 135 companies visited FIIB offering 141 job-profiles, the highlight being 71 new recruiters added to the tally which shows the growing presence of FIIB in the corporate sector.

The placement trend has seen growth in hiring by FMCG, E-Commerce, Manufacturing, Media and Retail industries. The profiles offered on campus

included Research, Sales, Digital marketing, Finance, Analytics and Operations. This year, Analytics & Digital marketing profiles have seen an upsurge. Some of the leading recruiters include Amazon, Colgate, HDFC Bank, ICICI Bank, Federal Bank, E&Y, ITC, Indigo Airlines, OYO Rooms, Marico, Fedex, Berger Paints, S&P Global, Blackrock, Reliance Jio, Bharti Airtel, Godrej and Moody's.

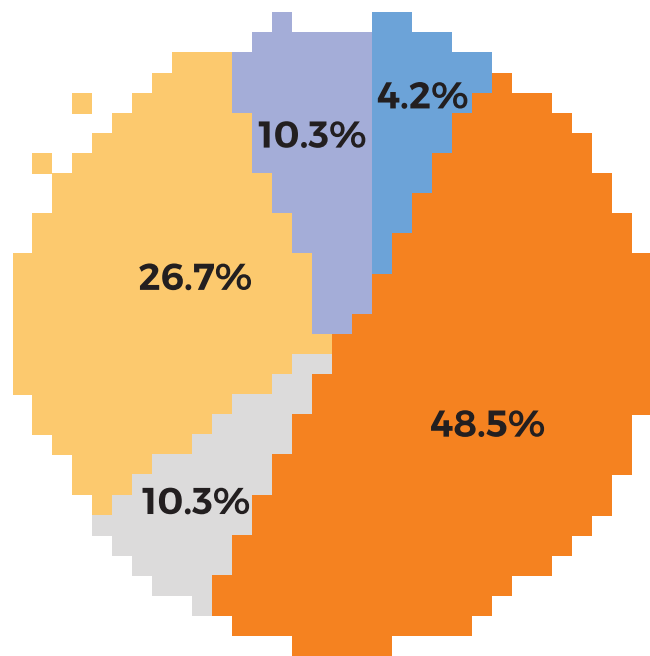
Diversified Placement of 2017-19 Batch

- BFSI
- Education
- Consumer Durables
- E-Commerce
- Financial Consulting
- FMCG
- IT/ITES
- Logistics
- Consulting & Research
- Manufacturing
- Media
- Retail
- Telecom
- Hospitality
- Infrastructure
- Pharma/Healthcare



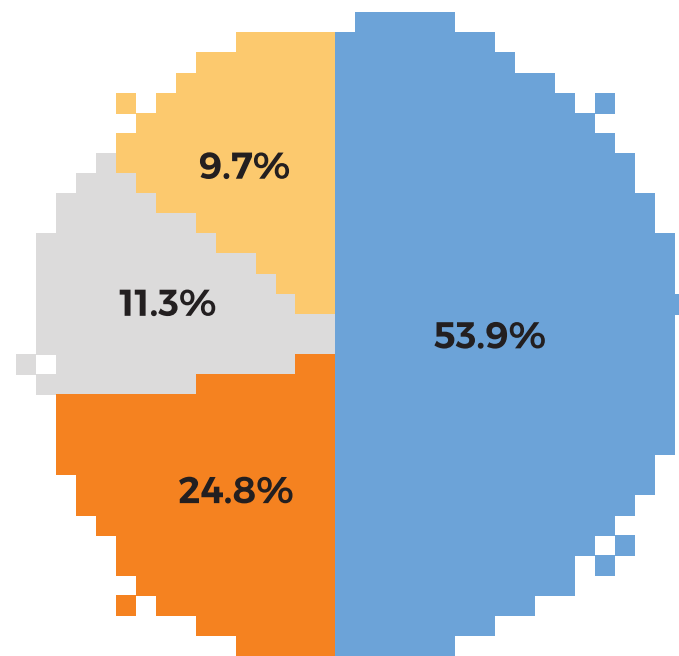
Student Matrix of Batch 2017-19

FIIB is committed to finding the right mix of students with versatile and intriguing backgrounds that is both diverse and inclusive.



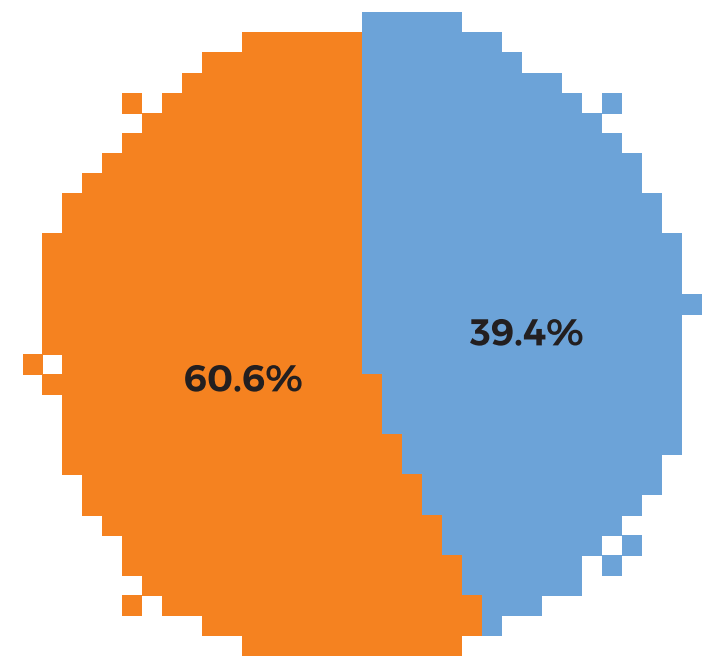
Educational Background Diversity

- Arts
- Commerce
- Engineering
- Management
- Science



Specialisation Spread

- Marketing
- Finance
- OB & HR
- Operations Management



Gender Ratio

- Female
- Male

Alumni Career Tracks: Marketing

Marketing Management Trainee • Business Development Executive • Sales Executive



Ashutosh Dixit
Batch 2003-2005

Sales Manager
Transpole Logistics Pvt. Ltd.
Jan 2006 - June 2007

Director
Orayan Logistics Pvt. Ltd.
July 2007- Dec. 2011

National Sales Head
Nedlloyd Logistics Pvt. Ltd.
Jan 2012 - June 2013

CEO
Transwater Logistics Pvt. Ltd.
Aug 2013 - Present

Marketing Research



Arpit Arora
Batch 2009-2011

Qualitative Research Analyst
Exevo
Feb 2011 - Oct 2012

Market Research Lead
Eli Research
Dec 2012 - April 2017

Lead Business Advisory
Accenture
May 2017 - Present

Digital Marketing



Sudeep Purkayastha
Batch 1995-1997

Director
Corporate Strategy & Planning
Oct 2001 - March 2003

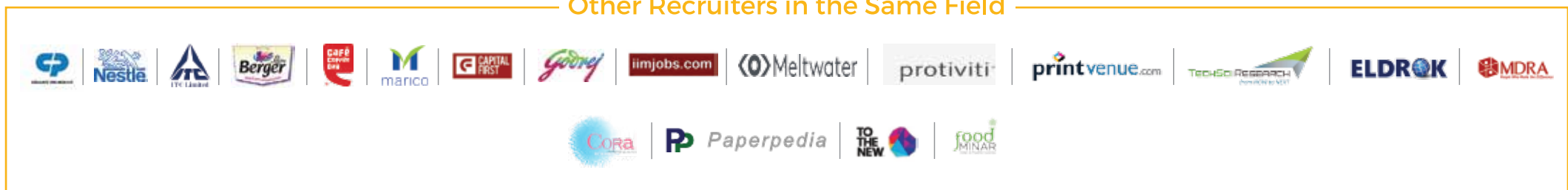
Chief of Strategy & Planning
Vaishnavi Corporate Communications
March 2003 - March 2006

President
Lexicon Public Relations & Corporate Consultants Ltd.
April 2006 - Dec 2007

Executive VP
Corporate Communication & Affairs-
Reliance Industries Limited
Jan 2008 -Dec 2012

Sr. Vice President
Adani Group
Dec 2012 - Present

Other Recruiters in the Same Field



Alumni Career Tracks: BFSI

Banking Operations



Himanshu Purohit
Batch 2002-2004

Manager Agency
ICICI Prudential
2004 - 2006

Manager Bancassurance Citibank
Birla Sun Life
2006 - 2008

Manager
Credit Risk, Corporate & Structured Banking -
Continental Europe
2008 - 2012

AVP
JP Morgan Chase & Co.
2013 - Present

Financial Research



Prakash Harjani
Batch 2008-2010

Sr. Financial Analyst
Mphasis
Feb 2010 - June 2012

Analyst
HSBC
June 2012 - Present

Financial Services



Yatish Sharma
Batch 2005-2007

Deputy Manger
HDFC Bank
June 2007 - Sept. 2011

**Relationship Manager-
Preferred Banking**
Standard Chartered Bank
July 2011 - July 2013

Manager
Priority Banking
Aug 2013 - March 2018

**Senior Affluent
Relation Manager**
Axis Bank Ltd
April 2018 - Present

Other Recruiters in the Same Field



Alumni Career Tracks: HR

HR - Generalist



Mr. Rakesh Gupta
Batch 1998-2000



HR - Generalist



Mr. Vikas Sharma
Batch 2003-2005



HR - Talent Acquisition



Mr Dipesh Jain
Batch 2007-2009



Other Recruiters in the Same Field



Alumni Career Tracks: Operations & IS

Supply Chain Management



Uma Shankar
Batch 2004-2006

SCM Analyst
Guangzhou Jingyi Automobile
Air Conditioner Co., Ltd
Aug 2006- Sept 2007

Project Logistics & SCM
ZT
Sept 2007 - Sept 2010

**SCM Head, Operation/ Analyst/
Consultant/ Trainer**
Kailash Group
Sept 2010 - Present

Operations



Rohan Sharma
Batch 1997-1999

Sr. Executive
Honda Motorcycles and
Scooters Pvt. Ltd.
Oct 2001 - Sept. 2005

**Supply Chain Manager -
Asia Pacific**
BAXTER
Oct 2005 - Sept 2011

Head Operations
Boston Scientific India Pvt. Ltd.
Sept 2011 - Dec 2013

AGM Supply Chian Operations
Pernod Recard India Pvt. Ltd.
Dec 2013 - Present

Service Operations



Samir Bhatnagar
Batch 2007-2009

Assistant Manager
Network and
Supply Chain Analyst -
Kuehne + Nagel
July 2009 - Feb 2013

Senior Industrial Engineer
FedEx Express
Feb 2013 - Present

Other Recruiters in the Same Field



Alumni Career Tracks: Analytics

Business Analyst



Sandeep Kar
Batch 2006-2008

Logistics Coordinator
Nokia Siemens Network
Feb 2009 - June 2011

Business Analyst
SONY
June 2011 - July 2016

North RDC Head
Samsung India Electronics
Aug 2016 - Present

Research Analyst



Santosh Mohapatra
Batch 2005-2007

Project Manager
Cimigo
Aug 2008 - Oct 2014

Associate Director - Market Research
i3 Research Consultants
Nov 2014 - Aug 2016

Manager (Research)
Netscribes
March 2017 - July 2018

Senior Research Manger
Ipsos India
Aug 2018 - Present

Other Recruiters in the Same Field



Let's Connect

1. **Annual Summit** - Attend our conferences
2. **Guest Lecture** - Share your insights with students
3. **View From The Top (VFTT)** - CXO sessions for students
4. **Placement** - Recruit our students
4. **Internship** - Hire Summer Intern for 3 months
5. **Live Project** - Bring students on board for short assignments
6. **Research & Consultancy** - Seek our domain faculty support and enhance the research assignment
7. **EDP** - Enhance employee skill sets through open and customised EDPs at FIIB

Placement Process:



For recruitment process, please contact:

Nidhi Singh Saini, Head - Career Management
Ph: 011-47285068
Mob.: +91 98998 10190
Email ID: nidhi.saini@fiib.edu.in

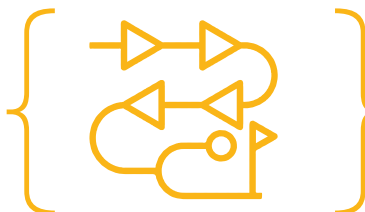
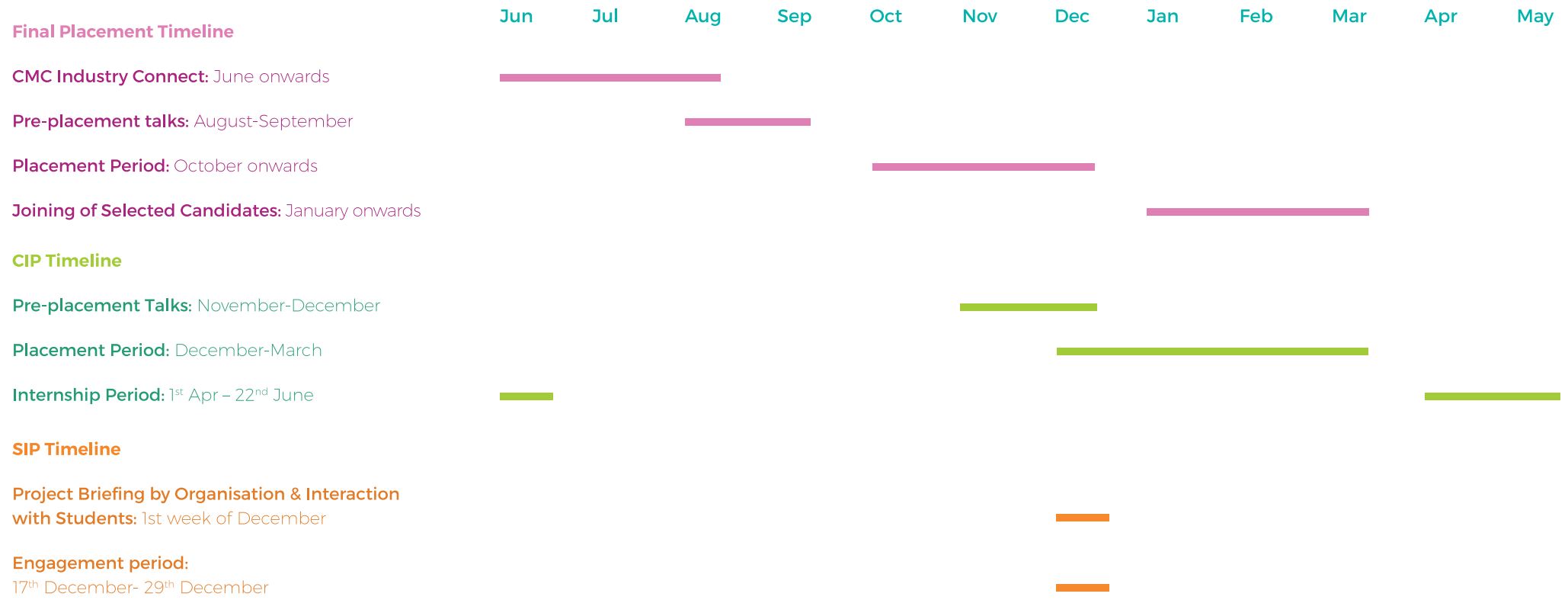
Arjit Mani Tripathi, Recruitment Manager
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Mob.: +91 97119 43794
Email ID: arjit.tripathi@fiib.edu.in

Neha Goyal, Recruitment Manager
Ph: 011-47285053
Mob.: +91 9873735590
Email ID: neha.goyal@fiib.edu.in

You can also email us at: cmc@fiib.edu.in



Process flow of campus placements with calendar







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